

Message Text

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ACTION AF-08

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UNCLAS ACCRA 3096

E. O. 11652: N/A
TAGS: BEXP GH
SUBJ: WTDR/FTI - MANKOADZE FISHERIES LTD.

REF: A. USDOC 3980, B. STATE 82809 C. ACCRA 2875,

1. GHANA 2. CNTRY CODE: 749 3. SER. NO: N/A
4. MANKOADZE FISHERIES LTD. 4B. CODE: A
5. P.O. BOX 103, FISHING HARBOR
6. TEMA, GHANA
7. EST: 1958 8. EMPL: 2,000 9. SIZE (18-X) VERY LARGE
10. REPUTATION: (22-X) EXCELLENT
11. FIRM ENGAGED IN COMMERCIAL FISHING AND DISTRIBUTION OF FROZEN
FISH; OCCASIONALLY EXPORTS SHRIMPS. HAS 28 VESSELS, TWO
LARGE COLD STORAGE FACILITIES IN TEMA AND SEVEN SMALLER ONES
FOR RETAIL OPERATIONS IN ACCRA, KUMASI AND TAKORADI. SALES
TO RURAL DISTRICTS ARE MADE BY REFRIGERATED VANS.
12. RPT DATE: 04/76
13A. 09120/0 UNDERTAKES COMMERCIAL FISHING
13B. 20920/0134 PACKAGING, EXPORT, RETAIL/WHOLESALE OF FROZEN
FISH
14. CONTACT, MR. ROBERT K.N. OCRAN TITLE: CHAIRMAN
15. CABLE: MANKFISH 16. TELEX: ACCRA 2148 17. TEL 4066
18. FINANCIAL REFS: BARCLAYS BANK OF GHANA LTD., P.O. BOX 12,
TEMA; GHANA COMMERCIAL BANK, P.O. BOX 152, TEMA; STANDARD BANK
GHANA LTD., P.O. BOX 20, TEMA.
19. TRADE REF: STAR-KIST INTERNATIONAL, S.A., TERMINAL ISLAND,
CA 90731
20. NO FOREIGN FIRMS REPRESENTED.
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21. ESTABLISHED IN 1958, MANKOADZE FISHERIES AT THE INITIAL STAGES

IN GENERAL IMPORT TRADE HANDLED MAINLY SOVIET FOOD ITEMS. IT WAS THE MAJOR DISTRIBUTOR OF FISH IMPORTED FROM USSR OR LANDED BY SOVIET VESSELS FISHING IN THE WEST AFRICAN WATERS IN THE EARLY 1960'S. IN ADDITION, IT WAS LOCAL DISTRIBUTOR OF SOVIET FISHING VESSELS

SHIP'S EQUIPMENT AND RELATED ITEMS.

THESE GENERAL TRADING ACTIVITIES HAVE DECLINED OVER THE YEARS AS THE COMPANY'S OWN FISHING OPERATIONS PROGRESSED. ALTHOUGH MANKOADZE CONTINUES TO HAVE GOOD RELATIONS WITH SOVIET COMPANIES FOR PARTS AND EQUIPMENT TO SERVICE ITS FLEET AND MAINTENANCE FACILITIES, THE EMPHASIS IS ON FISHING. FIRM IS GENERALLY ACCEPTED AS THE LARGEST PRIVATE GHANAIAIAN-OWNED COMPANY IN THE LOCAL FISHING INDUSTRY. IT OWNS 28 VESSELS AT PRESENT TIME, EMPLOYS 2,000 PEOPLE INCLUDING A CREW OF 19 SOVIETS AND 3 NORWEGIANS. IT ALSO HAS BENEFICIAL INTERESTS IN JOINT VENTURES WITH STAR-KIST INTERNATIONAL (U.S.). AND NICHIRO GYOGYO KAISHA OF JAPAN IN TUNA FISHING AND CANNING OPERATIONS. MR. ROBERT OCRAN, FOUNDER, MANAGING DIRECTOR AND CHAIRMAN, HAS EXTENSIVE INTEREST IN SEVERAL OTHER BUSINESSES IN GHANA. HE HAS OVER 15 YEARS' EXPERIENCE IN FISHING INDUSTRY AND GENERALLY CONSIDERED ASTUTE AND INFLUENTIAL BUSINESSMAN. MANKOADZE FISHERIES ENJOYS EXCELLENT REPUTATION IN GHANAIAIAN BUSINESS COMMUNITY AND ACCORDED HIGH CREDIT RATING BY LOCAL BANKS. WE RECOMMEND FIRM AS SUITABLE CONTACT FOR U.S. BUSINESSMEN.

22. PREPARED BY: P.A. HENNISON APPROVED BY: A.L. GLAD/R.H. GRANER
AT AMERICAN EMBASSY, ACCRA.
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